

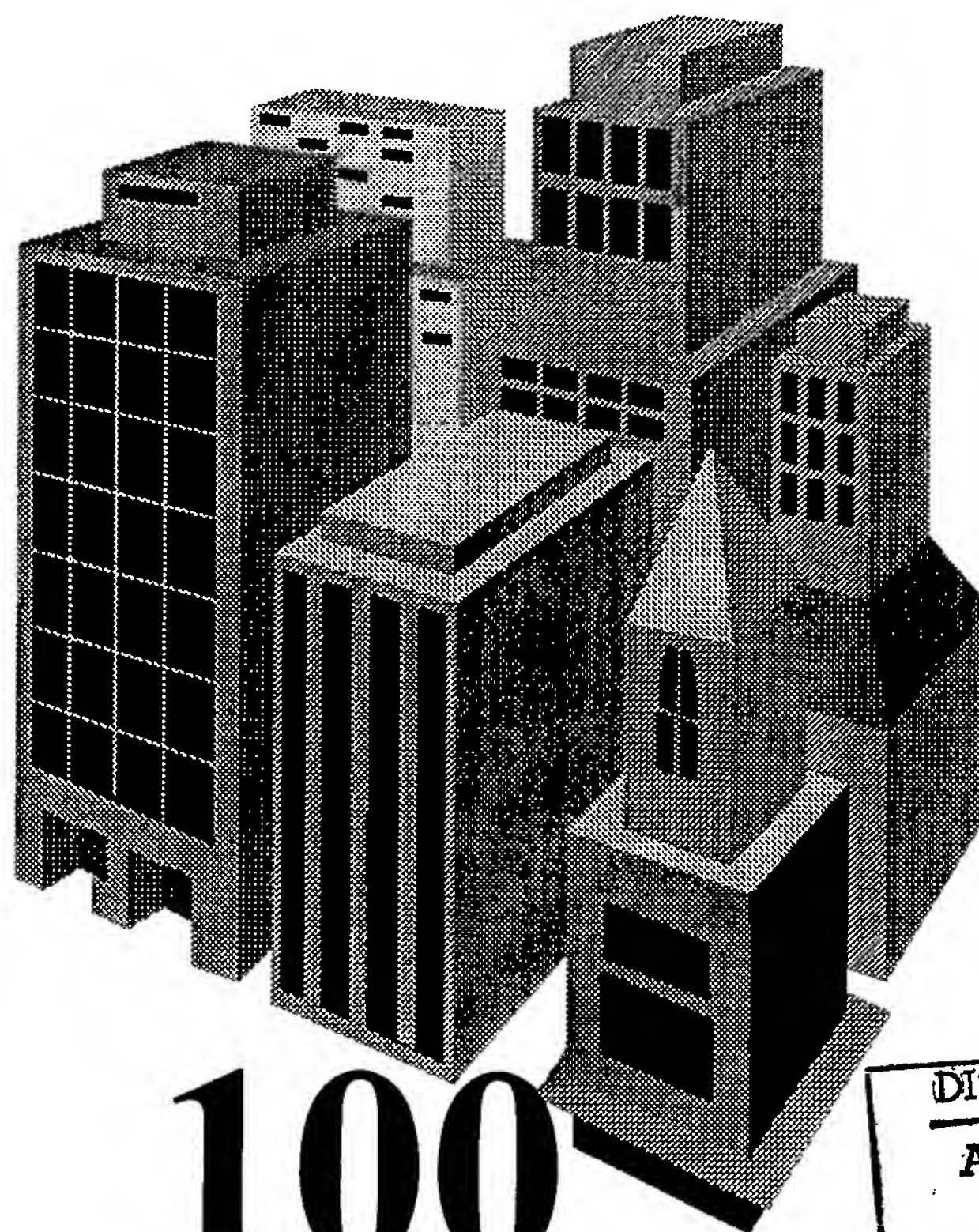
P01



# 100 COMPANIES

RECEIVING THE LARGEST DOLLAR  
VOLUME OF PRIME CONTRACT AWARDS

Fiscal Year 1996



100

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**100 COMPANIES RECEIVING  
THE LARGEST DOLLAR VOLUME  
OF PRIME CONTRACT AWARDS**

**Fiscal Year 1996**

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## FOREWORD

*100 Companies Receiving the Largest Dollar Volume of Prime Contract Awards* is published annually. This report contains summary data on the 100 companies, including their subsidiaries, which were awarded the largest total dollar volume of Department of Defense prime contract awards during fiscal year 1996.

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## INTRODUCTION

This report presents summary data on the 100 companies, and their subsidiaries, receiving the largest dollar volume of Department of Defense (DoD) prime contract awards during fiscal year (FY) 1996. Table 1, page 9, lists the 100 companies in alphabetical order and gives their associated rank. Table 2, page 11, identifies the parent companies in rank order, with their subsidiaries, and gives the total net value of awards for both the parent company and its subsidiaries. In many cases, the parent company receives no awards itself, but appears on the list because of its subsidiaries. Table 2 also shows what percentage of the total awards each company's awards represent, as well as the cumulative percentage represented by all companies.

Table 3, page 25, lists the top 100 companies DoD-wide in rank order and breaks the totals into three categories of procurement: Research, Development, Test and Evaluation (RDT&E); Other Services and Construction; and Supplies and Equipment. Table 4, page 27, lists the top 50 companies for each of the Reporting Components in rank order, and by category of procurement.

Information from this publication can be found on the World Wide Web under <http://web1.whs.osd.mil/peidhome/procstat/top100/top100.htm>

## NOTES ON COVERAGE

Data in this report reflect the net value of both debit and credit procurement actions over \$25,000; e.g., the value of a terminated contract, or other downward adjustment to a contract, is deducted from a firm's total award amount, while modifications and other positive adjustments are treated as increases. Procurement actions include definitive contracts, the obligated portions of letter contracts, job orders, task orders, delivery orders, and any other orders against existing contracts. Research and development, services, construction, and supply and equipment contracts, worldwide are included.

The report does not include those parts of indefinite quantity contracts that have not been translated into specific orders to business firms or those contracts that have not yet become mutually binding agreements between the government and the company. The company totals do not include contracts made by other U.S. Government Agencies and financed with DoD funds or contracts awarded in foreign nations through their respective governments.

***DATA RELATING TO COMPANIES IN THIS PUBLICATION ARE SUBJECT TO THE ACCURACY OF THE FEDERAL PROCUREMENT DATA SYSTEM CONTRACTOR ESTABLISHMENT CODE, AND THE ABILITY OF THIS CODING SYSTEM TO DESCRIBE RELATIONSHIPS OF COMPANIES. .***

## HIGHLIGHTS

DoD prime contract awards over \$25,000 totaled \$119.6 billion during FY 1996, \$2 billion more than in FY 1995. The 100 firms, and their subsidiaries, receiving the largest amount of DoD contracts in FY 1996 received \$69.9 billion, or 58.4 percent of all awards, primarily for aircraft, missile/space systems, ships, and electronics & communications equipment. In FY 1995, the top 100 companies received \$69.2 billion, which represented 58.9 percent of all awards.

Exhibit A below, shows that the first five companies received 25.8 percent of the total received by all companies in FY 1996, compared with 23.9 percent during FY 1995. The company ranked as number one during FY 1996, Lockheed Martin Corporation was also ranked as number one in FY 1995, with awards of \$12.0 billion during FY 1996, compared with a total of \$10.5 billion during FY 1995. The smallest total amount received by a company in the FY 1996 Table 2 was \$117.5 million, compared to \$118.4 million in FY 1995.

### Exhibit A

| Company<br>Position | Percent of Total |             |             |             |
|---------------------|------------------|-------------|-------------|-------------|
|                     | FY 1996          | FY 1995     | FY 1994     | FY 1993     |
| 1                   | 10.0             | 8.9         | 7.8         | 4.4         |
| 2                   | 8.3              | 6.8         | 5.5         | 5.6         |
| 3                   | 2.7              | 3.2         | 4.4         | 3.8         |
| 4                   | 2.5              | 2.5         | 2.7         | 3.3         |
| 5                   | 2.2              | 2.5         | 2.6         | 2.6         |
| <b>Total 1-5</b>    | <b>25.8</b>      | <b>23.9</b> | <b>23.0</b> | <b>21.4</b> |
| 6-10                | 8.2              | 8.9         | 10.7        | 9.4         |
| 11-25               | 9.8              | 10.9        | 11.8        | 14.1        |
| <b>Total 1-25</b>   | <b>43.9</b>      | <b>43.7</b> | <b>45.4</b> | <b>44.9</b> |
| 26-50               | 7.2              | 7.8         | 8.9         | 9.5         |
| 51-75               | 4.4              | 4.4         | 4.7         | 4.5         |
| 76-100              | 2.9              | 3.0         | 2.9         | 2.6         |
| <b>Total 1-100</b>  | <b>58.4</b>      | <b>58.9</b> | <b>61.9</b> | <b>61.5</b> |

## Changes in the Top 100 Companies, FY 1995 To FY 1996

Twenty-one companies which did not appear on the list in FY 1995 are among the top 100 companies in FY 1996, see Exhibit B below. The companies which appeared on the FY 1995 list but did not appear on the FY 1996 list are also shown in Exhibit B. Companies are considered as appearing on the list in both fiscal years despite mergers, acquisitions, divestitures, and name changes if a major component of a newly constituted company, or the newly constituted company itself, made the list as a component of a company in the top 100 in the prior year.

### Exhibit B

#### Companies Listed in FY 1996 But not in FY 1995

Aetna Services Inc.  
Avondale Industries  
Battelle Memorial Industries  
BDM International Inc.  
Bergen Brunswick Corp.  
Boeing North American Inc.  
Eni SPA  
Foster Wheeler Corp.  
Hewlett-Packard Co.  
Highmark Inc.  
Humana Inc.  
Hunt Building Corp.  
Intermarine USA  
Jacobs Engineering Group Inc.  
Kuwait Petroleum Corp.  
Longbow LLC  
MCI Communications Corp.  
McKesson Corp. Delaware  
Philipp Holzmann Aktiengesellschaft  
Standard Missile LLC  
Tower Air Inc.

#### Companies Listed in FY 1995 But not in FY 1996

Bay Tankers Inc.  
Blake Construction Co. Inc.  
CAE Inc.  
Carlyle Partners Leveraged Capital  
Centex Corp.  
CFM International Inc.  
Chevron Corp.  
Eaton Corp.  
EG&G Inc.  
FMC Corp.  
Fulcrum II Limited Partnership  
Government Technologies Services Inc.  
Maersk Inc.  
Mortenson M A Companies  
Ogden Corp.  
RJR Nabisco Holdings Corp.  
Rockwell International Corp.  
Salomon Inc.  
Trinity Industries Inc.  
WMX Technologies Inc.  
Xerox Corp.

Nine of the 21 companies listed in FY 1996, but not in FY 1995, were included in the top 200 for FY 1995. Also, 10 of the 21 listed in FY 1995, but not in FY 1996, remain in the top 200.

## Primary Procurement Categories of the Top 100 Companies

Although the contract work of many companies on the list includes more than one procurement category, in Exhibit C below, each company has been assigned to the procurement category that accounts for its largest dollar volume of DoD awards; for example, General Electric Company is a multi-industry company, producing electronic and communications equipment as well as industrial and consumer products. For the purposes of this exhibit, it has been assigned to "Aircraft," the procurement category accounting for its largest dollar volume of DoD contract awards.

### Exhibit C

| Procurement Category | Number of Companies |         |        |
|----------------------|---------------------|---------|--------|
|                      | FY 1996             | FY 1995 | Change |
| Aircraft             | 13                  | 12      | +1     |
| Missiles             | 12                  | 12      | 0      |
| Ships                | 8                   | 9       | -1     |
| Tank-Automotive      | 6                   | 3       | +3     |
| Ammunition           | 2                   | 2       | 0      |
| Electronics          | 12                  | 19      | -7     |
| Services             | 28                  | 24      | +4     |
| Construction         | 7                   | 9       | -2     |
| Petroleum            | 6                   | 6       | 0      |
| Weapons              | 0                   | 1       | -1     |
| Subsistence          | 2                   | 2       | 0      |
| All Other            | 4                   | 1       | +3     |

## Top 10 Companies

The FY 1996 top 10 companies are listed, in Exhibit D below, by rank, along with their FY 1995 rank and the dollar value of the awards received in both FY 1996 and FY 1995. Exhibit E, page 6, describes the major products of these 10 companies.

### Exhibit D

| Rank |      | Company Name                    | Awards<br>(in Billions) |      |
|------|------|---------------------------------|-------------------------|------|
| 1996 | 1995 |                                 | 1996                    | 1995 |
| 1    | 1    | Lockheed Martin Corporation     | 12.0                    | 10.5 |
| 2    | 2    | McDonnell Douglas Corporation   | 9.9                     | 8.0  |
| 3    | 4    | General Motors Corporation      | 3.2                     | 3.0  |
| 4    | 6    | Raytheon Corporation            | 3.0                     | 2.9  |
| 5    | 11   | General Dynamics Corporation    | 2.7                     | 1.7  |
| 6    | 5    | Northrop Grumman Corporation    | 2.6                     | 2.9  |
| 7    | 10   | United Technologies Corporation | 2.6                     | 1.8  |
| 8    | 9    | Boeing Company The              | 1.7                     | 1.8  |
| 9    | 12   | Litton Industries Incorporated  | 1.7                     | 1.2  |
| 10   | 7    | General Electric Company        | 1.5                     | 2.1  |

## **Exhibit E**

### **COMPANY**

### **MAJOR PRODUCTS**

1. Lockheed Martin Corp.  
UGM-96 TRIDENT, CG-47 AEGIS missile systems. MK-41 Guided Missile Launch. Advanced Tactical Fighter, C-5 GALAXY, C-130 HERCULES, C-141 STARLIFTER, F-4 PHANTOM II, F-16 FALCON, P-3 ORION, S-3 VIKING, and UH-2 Seasprite aircraft. AH-64 APACHE aircraft equipment. MILSTAR communications. RDT&E for missile/space systems, weapons, aircraft, and electronics/communications equipment.
2. McDonnell Douglas Corp.  
F-18 HORNET, F-15 EAGLE, AV-8 HARRIER, C-17 cargo transport, T-45 GOSHAWK and AH-64 APACHE aircraft. OH-58 KIOWA, UH-60 BLACKHAWK aircraft components. TOMAHAWK and HARPOON missile systems. RDT&E related to aircraft and missiles.
3. General Motors Corp.  
AMRAAM, MAVERICK, TOW, RIM-66, RIM-67, UGM-96 TRIDENT, STINGER, and PEACE SHIELD missile systems. C-130 HERCULES, C-141 STARLIFTER, F-15 EAGLE, F-16 FALCON, and F-18 HORNET aircraft components. BRADLEY fighting vehicle components. Vehicular power transmission components for ABRAMS (M1/M1A1/M1A2) tanks. RDT&E for missile/space systems, and electronics/communications equipment. ADP and telecommunications services.
4. Raytheon Company  
PATRIOT, AMRAAM, UGM-96 TRIDENT, MIM-23 HAWK, SEA SPARROW, and RIM-66 Standard missile systems and components. Miscellaneous Fire Control equipment. SONAR equipment. RDT&E for Ballistic Missile Defense Systems, electronics/communications equipment and missile/space systems.
5. General Dynamics Corp.  
ABRAMS (M1/M1A1/M1A2) tanks, F-16 FALCON fighter aircraft, STINGER, BGM-109 TOMAHAWK, TRIDENT and CGM/HGM-16 ATLAS missiles, Nuclear submarines, RDT&E for combat vehicles, ships, and missile/space systems.

## Exhibit E (Concluded)

### COMPANY

### MAJOR PRODUCTS

6. Northrop Grumman Corp.

A-6 INTRUDER, B-1, B-2 STEALTH, C-2 GREYHOUND, E-2 HAWKEYE, EA-6B PROWLER, F-5 FREEDOM fighter, F-14 TOMCAT, F-15 EAGLE, and UH-1 IROQUOIS aircraft. AN/FSD JOINT STARS radar and navigational equipment. RDT&E for electronics/communications equipment, and missile/space systems.

7. United Technologies Corp.

F-100, F-101, TF-30, TF-33, and C-17 aircraft engines. C-17, AH-1J SEA COBRA, H-13 SIOUX, SH-3D SEA KING, UH-60 BLACKHAWK, SH-60 SEAHAWK, CH-53 SEA STALLION and Advanced Tactical Fighter aircraft and components. RDT&E for aircraft, electronics/communications equipment, and missile/space systems.

8. Boeing Company, The

CH-47 CHINOOK, EA-6B PROWLER, H-46 SEA KNIGHT, B-1, B-52 STARTO FORTRESS, E3-A, KC-135 STRATOLIFTER, and C-137 STRATOLINER aircraft. RDT&E for Ballistic Missile Defense Systems. AGM-69 SRAM and LGM-30 MINUTEMAN missiles. ADP and Telecommunications Services

9. Litton Industries Inc.

DDG-47 AEGIS and DDG-51 Destroyers; LHA, LHD-1, and LPH Amphibious Assault Ships; Electronic & Communication Equipment related to OH-58 KIOWA, CH-47 CHINOOK, UH-60 BLACKHAWK and AH-64 APACHE helicopters and A-6 INTRUDER, C-130 HERCULES, E-2 HAWKEYE, F-14 TOMCAT, F-18 HORNET and AV-8 HARRIER aircraft.

10. General Electric Co.

Engines for TF-30, TF-34, TF-39, T-56, T-58, T-64, UH-60 BLACKHAWK, B2 STEALTH, F-100, F-101, F-110, F-14 TOMCAT, and F-18 HORNET aircraft. CG-47 AEGIS and UGM-96 TRIDENT missile system components. RDT&E for missile/space systems, ships, aircraft, and electronics/communication equipment.

**TABLE 1**  
**INDEX OF 100 PARENT COMPANIES WHICH**  
**RECEIVED THE LARGEST DOLLAR VOLUME OF**  
**PRIME CONTRACT AWARDS**

**FISCAL YEAR 1996**

| <b>R<br/>A<br/>N<br/>K</b> | <b>PARENT<br/>COMPANY</b>      | <b>R<br/>A<br/>N<br/>K</b> | <b>PARENT<br/>COMPANY</b>      |
|----------------------------|--------------------------------|----------------------------|--------------------------------|
| 80                         | AEROSPACE CORPORATION          | 89                         | JACOBS ENGINEERING GROUP INC   |
| 28                         | AETNA SERVICES INC             | 53                         | JOHNS HOPKINS UNIVERSITY       |
| 26                         | ALLIANT TECHSYSTEMS INC        | 54                         | JOHNSON CONTROLS INC           |
| 24                         | ALLIEDSIGNAL INC               | 71                         | KAMAN CORPORATION              |
| 92                         | ARINC INCORPORATED             | 85                         | KUWAIT PETROLEUM CORPORATION   |
| 22                         | AT&T CORP                      | 9                          | LITTON INDUSTRIES INC          |
| 46                         | ATLANTIC RICHFIELD COMPANY     | 1                          | LOCKHEED MARTIN CORPORATION    |
| 37                         | AVONDALE INDUSTRIES INC        | 36                         | LOGICON INC                    |
| 94                         | BATTELLE MEMORIAL INSTITUTE    | 47                         | Longbow LLC                    |
| 30                         | BDM INTERNATIONAL INC          | 40                         | MASSACHUSETTS INST OF TECH     |
| 72                         | BECHTEL GROUP INC              | 2                          | MCDONNELL DOUGLAS CORPORATION  |
| 73                         | BELL ATLANTIC CORPORATION      | 70                         | MCI COMMUNICATIONS CORPORATION |
| 96                         | BERGEN BRUNSWIG CORPORATION    | 90                         | MCKESSON CORPORATION DELAWARE  |
| 27                         | BLACK & DECKER CORPORATION     | 76                         | MESC HOLDINGS INC              |
| 8                          | BOEING COMPANY THE             | 34                         | MITRE CORPORATION              |
| 12                         | BOEING NORTH AMERICAN INC      | 43                         | MOTOROLA INC                   |
| 61                         | BOEING SKRSKY COMANCHE TEAM JV | 41                         | NASSCO HOLDINGS INC            |
| 69                         | BOOZ ALLEN & HAMILTON INC      | 60                         | NICHOLS RESEARCH CORPORATION   |
| 42                         | CHRYSLER CORPORATION           | 6                          | NORTHROP GRUMMAN CORPORATION   |
| 74                         | CLARK ENTERPRISES INC          | 65                         | NV KON. NEDERLANDSE PETROLEUM  |
| 86                         | COASTAL CORPORATION, THE       | 56                         | OHM CORPORATION                |
| 17                         | COMPUTER SCIENCES CORPORATION  | 31                         | OLIN CORPORATION               |
| 78                         | CSX CORPORATION                | 68                         | OSHKOSH TRUCK CORPORATION      |
| 91                         | CUBIC CORPORATION              | 57                         | PHILIP MORRIS COMPANIES INC    |
| 59                         | DRAPER CHARLES STARK LAB INC   | 79                         | PHILIPP HOLZMANN AKTIENGESELLS |
| 33                         | DYNACORP                       | 63                         | PROCTER & GAMBLE COMPANY THE   |
| 82                         | ENI SPA                        | 4                          | RAYTHEON COMPANY               |
| 98                         | ESCO ELECTRONICS CORPORATION   | 38                         | RENCO GROUP THE INC            |
| 29                         | EXXON CORPORATION              | 25                         | ROLLS-ROYCE PLC                |
| 55                         | FEDERAL EXPRESS CORPORATION    | 14                         | SCIENCE APPLICATIONS INTL CORP |
| 83                         | FEDERAL PRISON INDUSTRIES      | 95                         | SEQUA CORPORATION              |
| 77                         | FOSTER WHEELER CORPORATION     | 35                         | STANDARD MISSILE LLC           |
| 62                         | GENCORP INC                    | 84                         | STEWART & STEVENSON SVCS INC   |
| 5                          | GENERAL DYNAMICS CORPORATION   | 58                         | SVERDRUP CORPORATION, THE      |
| 10                         | GENERAL ELECTRIC COMPANY       | 64                         | T I/MARTIN JAVELIN JOINT VENTR |
| 3                          | GENERAL MOTORS CORPORATION     | 99                         | TELEDYNE INC                   |
| 51                         | GOVERNMENT OF CANADA           | 39                         | TENNECO INC                    |
| 19                         | GTE CORPORATION                | 23                         | TEXAS INSTRUMENTS INCORPORATED |
| 21                         | HALLIBURTON ENERGY SVCS INC    | 13                         | TEXTRON INC                    |
| 49                         | HARRIS CORPORATION             | 66                         | THE GENERAL ELECTRIC CO. PLC   |
| 97                         | HEWLETT-PACKARD COMPANY        | 93                         | TOWER AIR INC                  |
| 75                         | HIGHMARK INC                   | 20                         | TRACOR INC                     |
| 50                         | HONEYWELL INC                  | 16                         | TRW INC                        |
| 67                         | HUMANA INC                     | 52                         | UNC INCORPORATED               |
| 81                         | HUNT BUILDING CORPORATION      | 32                         | UNISYS CORPORATION             |
| 87                         | INTERMARINE USA                | 15                         | UNITED DEFENSE LP              |
| 45                         | INTERNATIONAL BUS MCHS CORP    | 44                         | UNITED STATES DEPT ENERGY      |
| 100                        | INTERNATIONAL SHIPHOLDING CORP | 7                          | UNITED TECHNOLOGIES CORP       |
| 88                         | INTERNATIONAL TECHNOLOGY CORP  | 11                         | WESTINGHOUSE ELECTRIC CORP     |
| 18                         | ITT INDUSTRIES INC             | 48                         | WORLDCORP, INC                 |

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**TABLE 2**  
**100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO**  
**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1996**

| R<br>A<br>N<br>K | C O M P A N I E S                    | T H O U S A N D S<br>O F<br>D O L L A R S | P E R C E N T<br>O F<br>T O T A L | C U M U L A T I V E<br>P E R C E N T O F<br>T O T A L |
|------------------|--------------------------------------|---|-----------------------------------|---|
|                  | T O T A L                            | 119,555,763                               | 100.00                            | 100.00  |
|                  | TOTAL, 100 COMPANIES/SUBSIDIARIES    | 69,864,556                                | 58.43                             | 58.43   |
| 1                | <b>LOCKHEED MARTIN CORPORATION</b>   | 1,429,646                                 |                                   |   |
|                  | AIRPORT GROUP INTERNATIONAL I        | 32,397                                    |                                   |   |
|                  | LOCKHEED CORPORATION                 | 4,675,978                                 |                                   |   |
|                  | LOCKHEED ENGRG & SCIENCES CO         | 24,077                                    |                                   |   |
|                  | LOCKHEED ENVIRONMENTAL SYSTEM        | 87  |                                   |   |
|                  | LOCKHEED MARTIN FEDERAL SYSTM        | 120,478                                   |                                   |   |
|                  | LOCKHEED MARTIN ORD SYSTEMS          | 78,187                                    |                                   |   |
|                  | LOCKHEED MARTIN SERVICES INC         | 271,416                                   |                                   |   |
|                  | LOCKHEED MARTIN TACTICAL SYST        | 2,077,689                                 |                                   |   |
|                  | LOCKHEED MISSILES & SPACE COM        | 1,723,574                                 |                                   |   |
|                  | LOCKHEED SANDERS, INC                | 270,332                                   |                                   |   |
|                  | LTV AEROSPACE AND DEFENSE CO         | 6,552                                     |                                   |   |
|                  | MARTIN MARIETTA CORPORATION          | 701,221                                   |                                   |   |
|                  | MARTIN MARIETTA MATERIALS INC        | 32  |                                   |   |
|                  | MARTIN MARIETTA TECHNOLOGIES,        | 586,761                                   |                                   |   |
|                  | TOTAL                                | 11,998,429                                | 10.03                             | 10.03   |
| 2                | <b>MCDONNELL DOUGLAS CORPORATION</b> | 9,927,950                                 |                                   |   |
|                  | MCDONNELL AIRCRAFT CO                | 1,300                                     |                                   |   |
|                  | MCDONNELL DGLAS ARSPC SVCS CO        | 2,817                                     |                                   |   |
|                  | MCDONNELL DOUGLAS HELICPTR CO        | 1,348-                                    |                                   |   |
|                  | MCDONNELL DOUGLAS TRNING SYS         | 8,254                                     |                                   |   |
|                  | TOTAL                                | 9,938,973                                 | 8.31                              | 18.34   |
| 3                | <b>GENERAL MOTORS CORPORATION</b>    | 103,680                                   |                                   |   |
|                  | DELCO ELECTRONICS CORPORATION        | 22,019                                    |                                   |   |
|                  | ELECTRONIC DATA SYSTEMS CORP         | 415,468                                   |                                   |   |
|                  | GENERAL MOTORS OF CANADA LIMI        | 449                                       |                                   |   |
|                  | HUGHES (U K) LTD.                    | 453                                       |                                   |   |
|                  | HUGHES AIRCRAFT COMPANY INC          | 1,223,862                                 |                                   |   |
|                  | HUGHES AIRCRAFT OF CANADA LIM        | 934                                       |                                   |   |
|                  | HUGHES DATA SYSTEMS                  | 42,435                                    |                                   |   |
|                  | HUGHES ELECTRONICS CORPORATIO        | 979                                       |                                   |   |
|                  | HUGHES MISSILE SYSTEMS CO            | 1,211,535                                 |                                   |   |
|                  | HUGHES STX CORPORATION               | 9,835                                     |                                   |   |
|                  | HUGHES TECHNICAL SERVICES CO         | 39,843                                    |                                   |   |
|                  | HUGHES TRAINING INC                  | 166,405                                   |                                   |   |
|                  | PACKARD-HUGHES INTERCONNECT C        | 2,429                                     |                                   |   |
|                  | TOTAL                                | 3,240,326                                 | 2.71                              | 21.05   |

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**FISCAL YEAR 1996**

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**TABLE 2 (CONTINUED)**  
**100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO**  
**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1996**

| <b>R<br/>A<br/>N<br/>K</b> | <b>C O M P A N I E S</b>  | <b>THOUSANDS<br/>O F<br/>D O L L A R S</b>                                    | <b>P E R C E N T<br/>O F<br/>T O T A L</b> | <b>C U M U L A T I V E<br/>P E R C E N T O F<br/>T O T A L</b> |
|----------------------------|---|---|--|--|
| 10                         | <b>GENERAL ELECTRIC COMPANY</b><br>G E AMERICAN COMMUNICATIONS<br>GENERAL ELECTRIC CANADA<br>GENSTAR CONTAINER CORPORATION<br>NBC SUBSIDIARY 18, INC<br>TRANSPORT INTERNATIONAL POOL<br>TRANSPORT POOL CORPORATION<br><br>TOTAL | 1,511,808<br>17,157<br>106<br>280<br>178<br>418<br>83<br><hr/> 1,530,029      | 1.27                                       | 34.03  |
| 11                         | <b>WESTINGHOUSE ELECTRIC CORP</b><br>KNOLL GROUP, INC THE<br>KNOLL INC<br>WESTINGHOUSE CANADA INC<br>WESTINGHOUSE ELECT SYS VENTUR<br>WESTINGHOUSE NORDEN SYSTEMS,<br>WESTINGHOUSE REMEDIATION SVCS<br><br>TOTAL                | 1,410,545<br>10,012<br>16,054<br>26<br>324<br>3,452<br>302<br><hr/> 1,440,714 | 1.20                                       | 35.23  |
| 12                         | <b>BOEING NORTH AMERICAN INC</b><br>ALLEN-BRADLEY COMPANY, INC.<br>BOEING NORTH AMERICAN SERVICE<br>RELIANCE ELECTRIC INDUS CO<br>ROCKWELL FRANCE<br><br>TOTAL  | 1,280,946<br>74<br>5,936<br>340<br>388<br><hr/> 1,287,684                     | 1.07                                       | 36.31  |
| 13                         | <b>TEXTRON INC</b><br>AVCO CORPORATION<br>BELL HELICOPTER TEXTRON INC<br>H R TEXTRON INC<br>TEXTRON FILTRATION SYSTEMS<br>TURBINE ENG COMPONENTS TEXTRO<br><br>TOTAL  | 424,445<br>25,559<br>743,358<br>426<br>668<br>693-<br><hr/> 1,193,763         | 0.99                                       | 37.31  |
| 14                         | <b>SCIENCE APPLICATIONS INTL CORP</b><br>WRIGHT R E ENVIRONMENTAL<br><br>TOTAL  | 1,065,487<br>805<br><hr/> 1,066,292   | 0.89                                       | 38.20  |
| 15                         | <b>UNITED DEFENSE LP</b><br><br>TOTAL   | 876,615<br><hr/> 876,615  | 0.73                                       | 38.93  |
| 16                         | <b>TRW INC</b><br><br>TOTAL   | 786,750<br><hr/> 786,750  | 0.65                                       | 39.59  |

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| <b>R<br/>A<br/>N<br/>K</b> | <b>C O M P A N I E S</b>   | <b>T H O U S A N D S<br/>O F<br/>D O L L A R S</b>   | <b>P E R C E N T<br/>O F<br/>T O T A L</b>                   | <b>C U M U L A T I V E<br/>P E R C E N T O F<br/>T O T A L</b> |
|----------------------------|--|--|--|--|
| 17                         | <b>COMPUTER SCIENCES CORPORATION</b><br>CSC ANALYTICS INC<br>CSC ARTEMIS INC<br><br>TOTAL  | 708,972<br>2,919<br>65<br><br>711,956  | <br><br><br>0.59   | <br><br><br>40.18  |
| 18                         | <b>ITT INDUSTRIES INC</b><br>ITT FEDERAL SERVICES CORP<br>ITT FEDERAL SERVICES INTL<br>ITT FLUID TECHNOLOGY CORP<br>ITT SHERATON CORPORATION<br><br>TOTAL  | 439,831<br>67,948<br>162,635<br>486<br>69<br><br>670,970   | <br><br><br><br><br>0.56                                     | <br><br><br><br><br>40.75                                      |
| 19                         | <b>GTE CORPORATION</b><br>CONTEL CELLULAR INC<br>CONTEL FEDERAL SYSTEMS INC<br>CONTEL OF CALIFORNIA, INC<br>GTE CALIFORNIA INC<br>GTE COMMUNICATION SYSTEMS COR<br>GTE CUSTOMER NETWORKS INC<br>GTE GOVERNMENT SYSTEMS CORP<br>GTE HAWAIIAN TELEPHONE CO INC<br>GTE INTERNATIONAL TELECOM INC<br>GTE MOBILE COMMUNICATIONS INC<br>GTE MOBILNET INCORPORATED<br>GTE NORTH INC<br>GTE NORTHWEST INCORPORATED<br>GTE PRODUCTS OF CONNECTICUT<br>GTE SOUTH INCORPORATED<br>GTE SOUTHWEST INCORPORATED<br><br>TOTAL | 47,616<br>500<br>46,350<br>2,602<br>402<br>968<br>45<br>476,738<br>19,896<br>137<br>243<br>400<br>409<br>558<br>210<br>1,296<br>704<br><br>599,073 | <br><br><br><br><br><br><br><br><br><br><br><br><br><br>0.50 | <br><br><br><br><br><br><br><br><br><br><br><br><br><br>41.25  |
| 20                         | <b>TRACOR INC</b><br>GDE SYSTEMS INC<br>OTC TRACOR AEROSPACE, INC<br>OTC TRACOR APPLIED SCIENCES,<br>TRACOR AEROSPACE INC<br>TRACOR APPLIED SCIENCES INC<br>TRACOR FLIGHT SYSTEMS INC<br>VITRO CORPORATION<br>VITRO SERVICES CORPORATION<br><br>TOTAL  | 30,221<br>83,756<br>4,657<br>4,823<br>85,476<br>62,614<br>19,504<br>216,373<br>73,177<br><br>580,600   | <br><br><br><br><br><br><br><br><br>0.48                     | <br><br><br><br><br><br><br><br><br>41.73                      |
| 21                         | <b>HALLIBURTON ENERGY SVCS INC</b><br>BROWN & ROOT INC<br>BROWN & ROOT SERVICES CORP<br>HALLIBURTON NUS CORPORATION<br><br>TOTAL   | 9,611<br>532,788<br>31,236<br><br>573,635  | <br><br><br>0.48   | <br><br><br>42.21  |

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|----------------------------|--|--|--|--|
| 28                         | <b>AETNA SERVICES INC</b><br>AETNA CASUALTY & SURETY CO IN<br>AETNA LIFE INSURANCE COMPANY | 450,510<br>990                                     |  |  |
|                            | TOTAL  | 451,500  | 0.38                                       | 45.06  |
| 29                         | <b>EXXON CORPORATION</b>   | 446,736  |  |  |
|                            | TOTAL  | 446,736  | 0.37                                       | 45.43  |
| 30                         | <b>BDM INTERNATIONAL INC</b><br>BDM FEDERAL INC<br>BDM SERVICES COMPANY                    | 74,659<br>333,809<br>1,000-                        |  |  |
|                            | TOTAL  | 407,468  | 0.34                                       | 45.77  |
| 31                         | <b>OLIN CORPORATION</b><br>PHYSICS INTERNATIONAL COMPANY                                   | 384,162<br>14,297                                  |  |  |
|                            | TOTAL  | 398,459  | 0.33                                       | 46.11  |
| 32                         | <b>UNISYS CORPORATION</b><br>UNISYS DEFENSE SYSTEMS, INC<br>UNISYS PANAMA SA               | 310,864<br>70,637<br>87                            |  |  |
|                            | TOTAL  | 381,588  | 0.31                                       | 46.43  |
| 33                         | <b>DYNCORP</b><br>AEROTHERM CORPORATION  | 364,851<br>15,143                                  |  |  |
|                            | TOTAL  | 379,994  | 0.31                                       | 46.74  |
| 34                         | <b>MITRE CORPORATION</b>   | 374,725  |  |  |
|                            | TOTAL  | 374,725  | 0.31                                       | 47.06  |
| 35                         | <b>STANDARD MISSILE LLC</b>  | 372,117  |  |  |
|                            | TOTAL  | 372,117  | 0.31                                       | 47.37  |
| 36                         | <b>LOGICON INC</b><br>LOGICON R & D ASSOCIATES<br>SYSCON CORPORATION                       | 176,840<br>83,092<br>72,508                        |  |  |
|                            | TOTAL  | 332,440  | 0.27                                       | 47.65  |

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|----------------------------|---|--|--|--|
| 37                         | <b>AVONDALE INDUSTRIES INC</b>  | 328,066  |  |  |
|                            | TOTAL   | 328,066  | 0.27                                       | 47.92  |
| 38                         | <b>RENCO GROUP THE INC</b><br>AM GENERAL CORPORATION  | 31<br>326,415                                      |  |  |
|                            | TOTAL   | 326,446  | 0.27                                       | 48.19  |
| 39                         | <b>TENNECO INC</b><br>TENNECO INTERAMERICA INC  | 324,550  |  |  |
|                            | TOTAL   | 324,550  | 0.27                                       | 48.47  |
| 40                         | <b>MASSACHUSETTS INST OF TECH</b>   | 319,445  |  |  |
|                            | TOTAL   | 319,445  | 0.26                                       | 48.73  |
| 41                         | <b>NASSCO HOLDINGS INC</b>  | 301,456  |  |  |
|                            | TOTAL   | 301,456  | 0.25                                       | 48.99  |
| 42                         | <b>CHRYSLER CORPORATION</b><br>ELECTROSPACE SYSTEMS INC<br>ESI HOLDING, INC   | 522<br>97,239<br>202,319                           |  |  |
|                            | TOTAL   | 300,080  | 0.25                                       | 49.24  |
| 43                         | <b>MOTOROLA INC</b><br>MOTOROLA COMMUNICATIONS & ELE  | 226,102<br>63,990                                  |  |  |
|                            | TOTAL   | 290,092  | 0.24                                       | 49.48  |
| 44                         | <b>UNITED STATES DEPT ENERGY</b>  | 284,351  |  |  |
|                            | TOTAL   | 284,351  | 0.23                                       | 49.72  |
| 45                         | <b>INTERNATIONAL BUS MCHS CORP</b><br>I B M CREDIT CORPORATION<br>INFORMATIQUE (COMPAGNIE GENER<br>INTEGRATED SYSTEMS SLTIONS COR<br>LOTUS DEVELOPMENT CORPORATION<br>SOFT SWITCH INC | 277,795<br>239<br>212<br>1,600<br>215<br>36        |  |  |
|                            | TOTAL   | 280,096  | 0.23                                       | 49.95  |

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|----------------------------|---|--|--|--|
| 46                         | <b>ATLANTIC RICHFIELD COMPANY</b>   | 279,439  |  |  |
|                            | TOTAL   | 279,439  | 0.23                                       | 50.19  |
| 47                         | <b>Longbow LLC</b>  | 273,787  |  |  |
|                            | TOTAL   | 273,787  | 0.22                                       | 50.41  |
| 48                         | <b>WorldCorp, Inc</b>   | 270,884  |  |  |
|                            | TOTAL   | 270,884  | 0.22                                       | 50.64  |
| 49                         | <b>HARRIS CORPORATION</b><br>AMERICAN OFFICE SYSTEMS INC<br>LANIER DEUTSCHLAND GMBH<br>LANIER WORLDWIDE INC               | 266,468<br>84<br>1,520<br>822                      |  |  |
|                            | TOTAL   | 268,894  | 0.22                                       | 50.87  |
| 50                         | <b>HONEYWELL INC</b><br>HONEYWELL FEDERAL SYSTEMS INC   | 263,580<br>29                                      |  |  |
|                            | TOTAL   | 263,610  | 0.22                                       | 51.09  |
| 51                         | <b>GOVERNMENT OF CANADA</b><br>CANADA DEVELOPMENT INVESTMENT<br>CANADIAN COMMERCIAL CORP<br>ST LAWRENCE SEAWAY AUTHORITY, | 123<br>37<br>258,633<br>54                         |  |  |
|                            | TOTAL   | 258,846  | 0.21                                       | 51.30  |
| 52                         | <b>UNC INCORPORATED</b><br>UNC AIRWORK CORPORATION<br>UNC HOLDINGS INC  | 35,026<br>763<br>216,529                           |  |  |
|                            | TOTAL   | 252,318  | 0.21                                       | 51.51  |
| 53                         | <b>JOHNS HOPKINS UNIVERSITY</b><br>HOPKINS JOHN UNIVERSITY PRESS  | 245,578<br>40                                      |  |  |
|                            | TOTAL   | 245,618  | 0.20                                       | 51.72  |

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|----------------------------|--|--|--|--|
| 54                         | <b>JOHNSON CONTROLS INC</b><br>JOHNSON CONTRLS WORLD SVCS IN   | 3,422<br>241,969                                   |  |  |
|                            | TOTAL  | 245,391  | 0.20                                       | 51.92  |
| 55                         | <b>FEDERAL EXPRESS CORPORATION</b>   | 241,744  |  |  |
|                            | TOTAL  | 241,744  | 0.20                                       | 52.13  |
| 56                         | <b>OHM CORPORATION</b><br>OHM REMEDIATION SERVICES CORP  | 126<br>233,486                                     |  |  |
|                            | TOTAL  | 233,611  | 0.19                                       | 52.32  |
| 57                         | <b>PHILIP MORRIS COMPANIES INC</b><br>ENTENMANNS INC<br>KRAFT FOODS INC<br>MAYER OSCAR FOODS CORPORATION<br>PHILIP MORRIS INCORPORATED | 167<br>92<br>124,072<br>26,598<br>80,847           |  |  |
|                            | TOTAL  | 231,776  | 0.19                                       | 52.52  |
| 58                         | <b>SVERDRUP CORPORATION, THE</b><br>SVERDRUP CIVIL INC<br>SVERDRUP FACILITIES INC<br>SVERDRUP TECHNOLOGY INC                           | 27,143<br>2,338<br>8,434<br>193,707                |  |  |
|                            | TOTAL  | 231,622  | 0.19                                       | 52.71  |
| 59                         | <b>DRAPER CHARLES STARK LAB INC</b>  | 227,003  |  |  |
|                            | TOTAL  | 227,003  | 0.18                                       | 52.90  |
| 60                         | <b>NICHOLS RESEARCH CORPORATION</b>  | 225,082  |  |  |
|                            | TOTAL  | 225,082  | 0.18                                       | 53.09  |
| 61                         | <b>BOEING SKRSKY COMANCHE TEAM JV</b>  | 223,182  |  |  |
|                            | TOTAL  | 223,182  | 0.18                                       | 53.27  |
| 62                         | <b>GENCORP INC</b><br>AEROJET-GENERAL CORPORATION  | 217,711  |  |  |
|                            | TOTAL  | 217,711  | 0.18                                       | 53.46  |

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|------------------|--|---|-----------------------------------|---|
| 63               | <b>PROCTER &amp; GAMBLE COMPANY THE</b><br>PROCTER GAMBLE DISTRG CO THE<br>PROCTER GAMBLE PHARMACEUTICAL   | 94,037<br>120,080<br>116  |                                   |   |
|                  | TOTAL  | 214,233   | 0.17                              | 53.64   |
| 64               | <b>T I/MARTIN JAVELIN JOINT VENTR</b>  | 207,114   |                                   |   |
|                  | TOTAL  | 207,114   | 0.17                              | 53.81   |
| 65               | <b>NV KON. NEDERLANDSE PETROLEUM</b><br>DEUTSCHE SHELL AKTIENGESELLSC<br>SHELL OIL COMPANY   | 201,972<br>105<br>3,334   |                                   |   |
|                  | TOTAL  | 205,410   | 0.17                              | 53.98   |
| 66               | <b>THE GENERAL ELECTRIC CO. PLC</b><br>CANADIAN MARCONI COMPANY<br>DICK A B COMPANY DEL<br>ELECTRICAL MANUFACTURING OF S<br>G E C AVERY INTERNATIONAL LTD<br>GEC INCORPORATED<br>GEC MARCONI ELEC SYS CORPORAT<br>GEC PLESSEY SEMICONDUCTORS<br>GEC-MARCONI AEROSPACE INC<br>GEC-MARCONI AVIONICS INC<br>LEAR ASTRONICS CORPORATION<br>MARCONI COMMUNICATIONS INC<br>PICKER INTERNATIONAL INC<br>THE ENGLISH ELECTRIC CO. LTD. | 521<br>1,617<br>202<br>98<br>34<br>100,173<br>9,815<br>237<br>2,213<br>14,004<br>50,200<br>4,448<br>10,557<br>238 |                                   |   |
|                  | TOTAL  | 194,358   | 0.16                              | 54.14   |
| 67               | <b>HUMANA INC</b><br>HUMANA MLITARY HEALTHCARE SVC   | 188,184   |                                   |   |
|                  | TOTAL  | 188,184   | 0.16                              | 54.30   |
| 68               | <b>OSHKOSH TRUCK CORPORATION</b>   | 187,789   |                                   |   |
|                  | TOTAL  | 187,789   | 0.15                              | 54.45   |
| 69               | <b>BOOZ ALLEN &amp; HAMILTON INC</b>   | 184,318   |                                   |   |
|                  | TOTAL  | 184,318   | 0.15                              | 54.60   |

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|----------------------------|---|--|--|--|
| 70                         | <b>MCI COMMUNICATIONS CORPORATION</b><br>MCI INTERNATIONAL INC<br>MCI TELECOMMUNICATIONS CORP<br><br>TOTAL  | <br>33,818<br>147,130<br><br>180,948   | <br><br><br>0.15                             | <br><br><br>54.75  |
| 71                         | <b>KAMAN CORPORATION</b><br>KAMAN AEROSPACE CORPORATION<br>KAMAN DIVERSIFIED TECH CORP<br>KAMAN SCIENCES CORPORATION<br>RAYMOND ENGINEERING INC<br><br>TOTAL  | <br>69,827<br>2,490<br>33,289<br>74,362<br>265<br><br>180,234  | <br><br><br><br><br>0.15                     | <br><br><br><br><br>54.90                                      |
| 72                         | <b>BECHTEL GROUP INC</b><br>BECHTEL CORPORATION<br>BECHTEL ENVIRONMENTAL, INC<br>BECHTEL NATIONAL INC<br>BECHTEL POWER CORPORATION<br><br>TOTAL   | <br>25<br>1,275<br>41,955<br>136,149<br>45<br><br>179,450  | <br><br><br><br><br>0.15                     | <br><br><br><br><br>55.05                                      |
| 73                         | <b>BELL ATLANTIC CORPORATION</b><br>BELL ATLANTIC BUSINESS SYSTEM<br>BELL ATLANTIC MOBILE<br>BELL ATLANTIC NETWORK SERVICE<br>BELL ATLANTIC NYNEX MOBILE<br>BELL ATLANTIC-MARYLAND INC<br>BELL ATLANTIC-NEW JERSEY INC<br>BELL ATLANTIC-PENNSYLVANIA<br>BELL ATLANTIC-VIRGINIA INC<br>BELL ATLANTIC-WASHINGTON DC<br>DECISIONONE CORPORATION<br><br>TOTAL | <br>1,191<br>1,374<br>228<br>157,168<br>1,161<br>340<br>1,391<br>1,509<br>5,887<br>5,370<br>608<br><br>176,228 | <br><br><br><br><br><br><br><br><br><br>0.14 | <br><br><br><br><br><br><br><br><br><br>55.20                  |
| 74                         | <b>CLARK ENTERPRISES INC</b><br>CLARK CONSTRUCTION GROUP THE<br>OMNI CONSTRUCTION INC<br><br>TOTAL  | <br>30<br>170,246<br>694<br><br>170,970  | <br><br><br><br>0.14                         | <br><br><br><br>55.34  |
| 75                         | <b>HIGHMARK INC</b><br><br>TOTAL  | <br>170,404<br><br>170,404   | <br><br><br>0.14                             | <br><br><br>55.49  |
| 76                         | <b>MESC HOLDINGS INC</b><br>MAGNAVOX ELECTRONIC SYSTEMS C<br><br>TOTAL  | <br>127,069<br>39,656<br><br>166,725   | <br><br><br>0.13                             | <br><br><br>55.63  |

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|----------------------------|--|--|--|--|
| 77                         | <b>FOSTER WHEELER CORPORATION</b><br>FOSTER WHEELER ENVMTL CORP<br>FOSTER WHEELER USA CORPORATIO   | 6,391<br>62,511<br>94,643  |  |  |
|                            | TOTAL  | 163,545  | 0.13                                       | 55.76  |
| 78                         | <b>CSX CORPORATION</b><br>SEA-LAND SERVICE INC   | 158,872  |  |  |
|                            | TOTAL  | 158,872  | 0.13                                       | 55.90  |
| 79                         | <b>PHILIPP HOLZMANN AKTIENGESELLS</b><br>HSG HOLZMANN TECHNISCHER SERV<br>J A J HOLDING CORP<br>JONES J A CONSTRUCTION CO<br>JONES J A INC<br>JONES, J A MANAGEMENT SERVICE<br>LOCKWOOD GREENE ENGINEERS INC<br>METRIC CONSTRUCTORS INC<br>PHILIPP HOLZMANN - HELD & FRA<br>REA CONSTRUCTION COMPANY | 135<br>1,291<br>15,288<br>39,087<br>83,487<br>82<br>3,238<br>5,294<br>7,751<br>394 |  |  |
|                            | TOTAL  | 156,047  | 0.13                                       | 56.03  |
| 80                         | <b>AEROSPACE CORPORATION</b>   | 155,690  |  |  |
|                            | TOTAL  | 155,690  | 0.13                                       | 56.16  |
| 81                         | <b>HUNT BUILDING CORPORATION</b>   | 154,313  |  |  |
|                            | TOTAL  | 154,313  | 0.12                                       | 56.29  |
| 82                         | <b>ENI SPA</b><br>AGIP PETROLI SPA<br>ENICHEM SPA  | 151,859<br>172   |  |  |
|                            | TOTAL  | 152,031  | 0.13                                       | 56.42  |
| 83                         | <b>FEDERAL PRISON INDUSTRIES</b>   | 150,764  |  |  |
|                            | TOTAL  | 150,764  | 0.12                                       | 56.54  |
| 84                         | <b>STEWART &amp; STEVENSON SVCS INC</b>  | 149,659  |  |  |
|                            | TOTAL  | 149,659  | 0.12                                       | 56.67  |

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**TABLE 2 (CONTINUED)**  
**100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO**  
**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1996**

| <b>R<br/>A<br/>N<br/>K</b> | <b>C O M P A N I E S</b>   | <b>T H O U S A N D S<br/>O F<br/>D O L L A R S</b>       | <b>P E R C E N T<br/>O F<br/>T O T A L</b> | <b>C U M U L A T I V E<br/>P E R C E N T O F<br/>T O T A L</b> |
|----------------------------|--|--|--|--|
| 85                         | <b>KUWAIT PETROLEUM CORPORATION</b>  | <u>149,231</u>   |  |  |
|                            | TOTAL  | 149,231  | 0.12                                       | 56.79  |
| 86                         | <b>COASTAL CORPORATION, THE</b><br>CIC INDUSTRIES INC<br>COASTAL OIL NEW ENGLAND INC<br>COASTAL REFINING & MARKETING<br>COSBEL PETROLEUM CORPORATION | <u>7,807-<br/>121,075<br/>7,684<br/>17,280<br/>9,205</u> |  |  |
|                            | TOTAL  | 147,436  | 0.12                                       | 56.91  |
| 87                         | <b>INTERMARINE USA</b>   | <u>144,604</u>   |  |  |
|                            | TOTAL  | 144,604  | 0.12                                       | 57.03  |
| 88                         | <b>INTERNATIONAL TECHNOLOGY CORP</b>   | <u>144,575</u>   |  |  |
|                            | TOTAL  | 144,575  | 0.12                                       | 57.16  |
| 89                         | <b>JACOBS ENGINEERING GROUP INC</b><br>CRSS CONSTRUCTORS INC<br>JACOBS CONSTRUCTORS INC  | <u>137,938<br/>553<br/>1,230</u>                         |  |  |
|                            | TOTAL  | 139,721  | 0.11                                       | 57.27  |
| 90                         | <b>MCKESSON CORPORATION DELAWARE</b>   | <u>137,902</u>   |  |  |
|                            | TOTAL  | 137,902  | 0.11                                       | 57.39  |
| 91                         | <b>CUBIC CORPORATION</b><br>CUBIC DEFENSE SYSTEMS INC  | <u>52,740<br/>77,754</u>                                 |  |  |
|                            | TOTAL  | 130,494  | 0.10                                       | 57.50  |
| 92                         | <b>ARINC INCORPORATED</b><br>ARINC RESEARCH CORPORATION  | <u>79,130<br/>50,495</u>                                 |  |  |
|                            | TOTAL  | 129,624  | 0.10                                       | 57.61  |
| 93                         | <b>TOWER AIR INC</b>   | <u>128,178</u>   |  |  |
|                            | TOTAL  | 128,178  | 0.10                                       | 57.71  |

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**TABLE 2 (CONCLUDED)**  
**100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO**  
**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1996**

| <b>R<br/>A<br/>N<br/>K</b> | <b>C O M P A N I E S</b>              | <b>T H O U S A N D S<br/>O F<br/>D O L L A R S</b> | <b>P E R C E N T<br/>O F<br/>T O T A L</b> | <b>C U M U L A T I V E<br/>P E R C E N T O F<br/>T O T A L</b> |
|----------------------------|---------------------------------------|--|--|--|
| 94                         | <b>BATTELLE MEMORIAL INSTITUTE</b>    | 127,629  |  |  |
|                            | TOTAL                                 | 127,629  | 0.10                                       | 57.82  |
| 95                         | <b>SEQUA CORPORATION</b>              | 47,164   |  |  |
|                            | ATLANTIC RESEARCH CORPORATION         | 34,959   |  |  |
|                            | CHROMALLOY GAS TURBINE CORP           | 41,995   |  |  |
|                            | TURBOCOMBUSTOR TECHNOLOGY             | 737  |  |  |
|                            | TOTAL                                 | 124,854  | 0.10                                       | 57.92  |
| 96                         | <b>BERGEN BRUNSWIG CORPORATION</b>    | 117,681  |  |  |
|                            | BERGEN BRUNSWIG DRUG COMPANY          | 6,731  |  |  |
|                            | TOTAL                                 | 124,412  | 0.10                                       | 58.03  |
| 97                         | <b>HEWLETT-PACKARD COMPANY</b>        | 114,644  |  |  |
|                            | APOLLO COMPUTER INC                   | 2,402  |  |  |
|                            | HEWLETT PACKARD-CONVEX DIV            | 5,436  |  |  |
|                            | HEWLETT-PACKARD GESELLSCHAFT          | 758  |  |  |
|                            | HEWLETT-PACKARD LTD.                  | 29   |  |  |
|                            | TOTAL                                 | 123,268  | 0.10                                       | 58.13  |
| 98                         | <b>ESCO ELECTRONICS CORPORATION</b>   | 1,517  |  |  |
|                            | DEFENSE HOLDING CORP                  | 73,600   |  |  |
|                            | ELECTRONICS & SPACE CORP              | 34,658   |  |  |
|                            | HAZELTINE CORPORATION                 | 12,867   |  |  |
|                            | RANTEC MICROWAVE & ELECTRONIC         | 340  |  |  |
|                            | TOTAL                                 | 122,982  | 0.10                                       | 58.23  |
| 99                         | <b>TELEDYNE INC</b>                   | 16,291   |  |  |
|                            | TELEDYNE INDUSTRIES INC               | 104,107  |  |  |
|                            | TOTAL                                 | 120,398  | 0.10                                       | 58.33  |
| 100                        | <b>INTERNATIONAL SHIPHOLDING CORP</b> | 55,329   |  |  |
|                            | CENTRAL GULF LINES INC                | 62,205   |  |  |
|                            | WATERMAN STEAMSHIP CORPORATIO         |  |  |  |
|                            | TOTAL                                 | 117,534  | 0.10                                       | 58.43  |

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**TABLE 3**  
**100 COMPANIES LISTED ACCORDING TO NET VALUE OF PRIME CONTRACT**  
**AWARDS AND CATEGORY OF PROCUREMENT**  
**Department of Defense**  
**FISCAL YEAR 1996**

| <u>Rank</u> | <u>Contractor</u>              | <u>RDT&amp;E</u> | <u>Other<br/>Services</u> | <u>Supplies</u> | <u>Total</u> |
|-------------|--------------------------------|------------------|---------------------------|-----------------|--------------|
| 1           | LOCKHEED MARTIN CORPORATION    | 4,321,031        | 2,105,626                 | 5,571,773       | 11,998,430   |
| 2           | MCDONNELL DOUGLAS CORPORATION  | 1,380,946        | 632,061                   | 7,925,964       | 9,938,973    |
| 3           | GENERAL MOTORS CORPORATION     | 514,400          | 673,063                   | 2,052,862       | 3,240,326    |
| 4           | RAYTHEON COMPANY               | 829,337          | 1,124,876                 | 1,057,691       | 3,011,905    |
| 5           | GENERAL DYNAMICS CORPORATION   | 421,783          | 294,515                   | 1,953,730       | 2,670,030    |
| 6           | NORTHROP GRUMMAN CORPORATION   | 450,766          | 508,225                   | 1,645,713       | 2,604,705    |
| 7           | UNITED TECHNOLOGIES CORP       | 385,138          | 116,810                   | 1,755,747       | 2,257,695    |
| 8           | BOEING COMPANY THE             | 406,825          | 594,619                   | 722,599         | 1,724,044    |
| 9           | LITTON INDUSTRIES INC          | 33,516           | 82,153                    | 1,593,442       | 1,709,112    |
| 10          | GENERAL ELECTRIC COMPANY       | 361,059          | 469,913                   | 699,056         | 1,530,029    |
| 11          | WESTINGHOUSE ELECTRIC CORP     | 214,728          | 637,165                   | 588,820         | 1,440,714    |
| 12          | BOEING NORTH AMERICAN INC      | 400,590          | 356,769                   | 530,323         | 1,287,683    |
| 13          | TEXTRON INC                    | 665,510          | 27,431                    | 500,821         | 1,193,762    |
| 14          | SCIENCE APPLICATIONS INTL CORP | 336,925          | 651,627                   | 77,738          | 1,066,291    |
| 15          | UNITED DEFENSE LP              | 327,461          | 79,883                    | 469,269         | 876,614      |
| 16          | TRW INC                        | 465,296          | 263,242                   | 58,211          | 786,749      |
| 17          | COMPUTER SCIENCES CORPORATION  | 184,382          | 505,985                   | 21,587          | 711,956      |
| 18          | ITT INDUSTRIES INC             | 41,088           | 272,781                   | 357,098         | 670,969      |
| 19          | GTE CORPORATION                | 30,526           | 338,605                   | 229,940         | 599,073      |
| 20          | TRACOR INC                     | 134,120          | 353,234                   | 93,244          | 580,599      |
| 21          | HALLIBURTON ENERGY SVCS INC    | 0                | 572,410                   | 1,225           | 573,635      |
| 22          | AT&T CORP                      | 34,491           | 396,704                   | 97,841          | 529,037      |
| 23          | TEXAS INSTRUMENTS INCORPORATED | 270,629          | 26,245                    | 231,694         | 528,569      |
| 24          | ALLIEDSIGNAL INC               | 19,497           | 155,422                   | 336,885         | 511,804      |
| 25          | ROLLS-ROYCE PLC                | 32,116           | 259,957                   | 170,370         | 462,445      |
| 26          | ALLIANT TECHSYSTEMS INC        | 167,859          | 72,587                    | 216,105         | 456,551      |
| 27          | BLACK & DECKER CORPORATION     | 35,428           | 288,664                   | 128,496         | 452,589      |
| 28          | AETNA SERVICES INC             | 0                | 451,499                   | 0               | 451,499      |
| 29          | EXXON CORPORATION              | 0                | 0                         | 446,735         | 446,735      |
| 30          | BDM INTERNATIONAL INC          | 73,256           | 298,063                   | 36,147          | 407,467      |
| 31          | OLIN CORPORATION               | 121,808          | 143,660                   | 132,989         | 398,459      |
| 32          | UNISYS CORPORATION             | 28,353           | 305,078                   | 48,156          | 381,588      |
| 33          | DYNACORP                       | 17,557           | 357,608                   | 4,828           | 379,994      |
| 34          | MITRE CORPORATION              | 365,084          | 9,487                     | 152             | 374,724      |
| 35          | STANDARD MISSILE LLC           | 0                | 0                         | 372,116         | 372,116      |
| 36          | LOGICON INC                    | 81,773           | 210,749                   | 39,917          | 332,440      |
| 37          | AVONDALE INDUSTRIES INC        | 0                | 1,630                     | 326,435         | 328,065      |
| 38          | RENCO GROUP THE INC            | 0                | 11,400                    | 315,045         | 326,446      |
| 39          | TENNECO INC                    | 2,894            | 307,178                   | 14,476          | 324,550      |
| 40          | MASSACHUSETTS INST OF TECH     | 316,857          | 2,587                     | 0               | 319,444      |
| 41          | NASSCO HOLDINGS INC            | 1,581            | 11,458                    | 288,416         | 301,456      |
| 42          | CHRYSLER CORPORATION           | 70,466           | 105,007                   | 124,606         | 300,080      |
| 43          | MOTOROLA INC                   | 51,994           | 30,439                    | 207,657         | 290,091      |
| 44          | UNITED STATES DEPT ENERGY      | 2,362            | 6,625                     | 275,362         | 284,350      |
| 45          | INTERNATIONAL BUS MCHS CORP    | 31,687           | 138,093                   | 110,315         | 280,096      |
| 46          | ATLANTIC RICHFIELD COMPANY     | 0                | 0                         | 279,439         | 279,439      |
| 47          | Longbow LLC                    | 2,135            | 178,937                   | 92,713          | 273,786      |
| 48          | WORLD CORP, INC                | 0                | 270,884                   | 0               | 270,884      |
| 49          | HARRIS CORPORATION             | 62,869           | 66,494                    | 139,530         | 268,894      |
| 50          | HONEYWELL INC                  | 61,701           | 20,158                    | 181,749         | 263,609      |

Note: Amounts in thousands of dollars.

**TABLE 3 (Concluded)**  
**100 COMPANIES LISTED ACCORDING TO NET VALUE OF PRIME CONTRACT**  
**AWARDS AND CATEGORY OF PROCUREMENT**  
**Department of Defense**  
**FISCAL YEAR 1996**

| <u>Rank</u> | <u>Contractor</u>              | <u>RDT&amp;E</u> | <u>Other<br/>Services</u> | <u>Supplies</u> | <u>Total</u> |
|-------------|--------------------------------|------------------|---------------------------|-----------------|--------------|
| 51          | GOVERNMENT OF CANADA           | 5,610            | 15,295                    | 237,940         | 258,846      |
| 52          | UNC INCORPORATED               | 0                | 206,109                   | 46,208          | 252,317      |
| 53          | JOHNS HOPKINS UNIVERSITY       | 243,946          | 1,671                     | 0               | 245,618      |
| 54          | JOHNSON CONTROLS INC           | 156-             | 244,379                   | 1,168           | 245,390      |
| 55          | FEDERAL EXPRESS CORPORATION    | 0                | 241,481                   | 263             | 241,744      |
| 56          | OHM CORPORATION                | 0                | 233,611                   | 0               | 233,611      |
| 57          | PHILIP MORRIS COMPANIES INC    | 0                | 0                         | 231,775         | 231,775      |
| 58          | SVERDRUP CORPORATION, THE      | 122,423          | 108,907                   | 290             | 231,622      |
| 59          | DRAPER CHARLES STARK LAB INC   | 215,113          | 12,205                    | 315-            | 227,003      |
| 60          | NICHOLS RESEARCH CORPORATION   | 139,181          | 84,247                    | 1,652           | 225,082      |
| 61          | BOEING SKRSKY COMANCHE TEAM JV | 223,182          | 0                         | 0               | 223,182      |
| 62          | GENCORP INC                    | 157,621          | 43,238                    | 16,851          | 217,711      |
| 63          | PROCTER & GAMBLE COMPANY THE   | 0                | 0                         | 214,233         | 214,233      |
| 64          | T I/MARTIN JAVELIN JOINT VENTR | 25,017           | 0                         | 182,096         | 207,113      |
| 65          | NV KON. NEDERLANDSE PETROLEUM  | 0                | 0                         | 205,410         | 205,410      |
| 66          | THE GENERAL ELECTRIC CO. PLC   | 83,069           | 8,250                     | 103,037         | 194,358      |
| 67          | HUMANA INC                     | 0                | 188,183                   | 0               | 188,183      |
| 68          | OSHKOSH TRUCK CORPORATION      | 142              | 97                        | 187,548         | 187,788      |
| 69          | BOOZ ALLEN & HAMILTON INC      | 30,046           | 154,171                   | 99              | 184,318      |
| 70          | MCI COMMUNICATIONS CORPORATION | 0                | 179,156                   | 1,790           | 180,947      |
| 71          | KAMAN CORPORATION              | 58,655           | 104,706                   | 16,871          | 180,233      |
| 72          | BECHTEL GROUP INC              | 3,075            | 176,374                   | 0               | 179,449      |
| 73          | BELL ATLANTIC CORPORATION      | 3,362            | 19,758                    | 153,106         | 176,227      |
| 74          | CLARK ENTERPRISES INC          | 0                | 170,970                   | 0               | 170,970      |
| 75          | HIGHMARK INC                   | 0                | 170,403                   | 0               | 170,403      |
| 76          | MESC HOLDINGS INC              | 41,722           | 9,651                     | 115,351         | 166,725      |
| 77          | FOSTER WHEELER CORPORATION     | 1,632            | 161,912                   | 0               | 163,544      |
| 78          | CSX CORPORATION                | 0                | 158,872                   | 0               | 158,872      |
| 79          | PHILIPP HOLZMANN AKTIENGESELLS | 0                | 154,964                   | 1,082           | 156,046      |
| 80          | AEROSPACE CORPORATION          | 155,690          | 0                         | 0               | 155,690      |
| 81          | HUNT BUILDING CORPORATION      | 0                | 154,312                   | 0               | 154,312      |
| 82          | ENI SPA                        | 0                | 11,587                    | 140,443         | 152,031      |
| 83          | FEDERAL PRISON INDUSTRIES      | 74               | 2,592                     | 148,097         | 150,764      |
| 84          | STEWART & STEVENSON SVCS INC   | 1,767            | 92                        | 147,798         | 149,658      |
| 85          | KUWAIT PETROLEUM CORPORATION   | 0                | 0                         | 149,231         | 149,231      |
| 86          | COASTAL CORPORATION, THE       | 0                | 849                       | 146,586         | 147,436      |
| 87          | INTERMARINE USA                | 0                | 1,009                     | 143,594         | 144,603      |
| 88          | INTERNATIONAL TECHNOLOGY CORP  | 0                | 144,574                   | 0               | 144,574      |
| 89          | JACOBS ENGINEERING GROUP INC   | 0                | 139,721                   | 0               | 139,721      |
| 90          | MCKESSON CORPORATION DELAWARE  | 0                | 0                         | 137,901         | 137,901      |
| 91          | CUBIC CORPORATION              | 25,387           | 60,376                    | 44,729          | 130,493      |
| 92          | ARINC INCORPORATED             | 5,109            | 118,088                   | 6,426           | 129,624      |
| 93          | TOWER AIR INC                  | 0                | 128,177                   | 0               | 128,177      |
| 94          | BATTELLE MEMORIAL INSTITUTE    | 67,113           | 58,144                    | 2,371           | 127,628      |
| 95          | SEQUA CORPORATION              | 7,220            | 8,545                     | 109,088         | 124,854      |
| 96          | BERGEN BRUNSWIG CORPORATION    | 0                | 0                         | 124,412         | 124,412      |
| 97          | HEWLETT-PACKARD COMPANY        | 238              | 8,707                     | 114,322         | 123,268      |
| 98          | ESCO ELECTRONICS CORPORATION   | 2,941            | 15,413                    | 104,627         | 122,982      |
| 99          | TELEDYNE INC                   | 63,138           | 18,539                    | 38,720          | 120,398      |
| 100         | INTERNATIONAL SHIPHOLDING CORP | 0                | 117,434                   | 100             | 117,534      |

Note: Amounts in thousands of dollars.

**TABLE 4**  
**50 COMPANIES LISTED ACCORDING TO NET VALUE OF PRIME CONTRACT**  
**AWARDS, REPORTING COMPONENT, AND CATEGORY OF PROCUREMENT**  
**Department of the Army**  
**FISCAL YEAR 1996**

| <u>Rank</u> | <u>Contractor</u>              | <u>RDT&amp;E</u> | <u>Other<br/>Services</u> | <u>Supplies</u> | <u>Total</u> |
|-------------|--------------------------------|------------------|---------------------------|-----------------|--------------|
| 1           | LOCKHEED MARTIN CORPORATION    | 663,048          | 185,054                   | 958,291         | 1,806,394    |
| 2           | RAYTHEON COMPANY               | 463,642          | 564,488                   | 430,358         | 1,458,488    |
| 3           | GENERAL MOTORS CORPORATION     | 152,470          | 159,407                   | 509,572         | 821,450      |
| 4           | UNITED DEFENSE LP              | 326,235          | 36,756                    | 410,675         | 773,667      |
| 5           | MCDONNELL DOUGLAS CORPORATION  | 59,185           | 32,270                    | 657,292         | 748,747      |
| 6           | GENERAL DYNAMICS CORPORATION   | 65,168           | 66,223                    | 597,370         | 728,762      |
| 7           | SCIENCE APPLICATIONS INTL CORP | 110,960          | 372,772                   | 39,372          | 523,105      |
| 8           | HALLIBURTON ENERGY SVCS INC    | 0                | 438,226                   | 1,225           | 439,451      |
| 9           | ITT INDUSTRIES INC             | 33,333           | 93,422                    | 282,986         | 409,743      |
| 10          | UNITED TECHNOLOGIES CORP       | 3,267            | 6,948                     | 390,823         | 401,039      |
| 11          | OLIN CORPORATION               | 111,592          | 143,595                   | 109,326         | 364,514      |
| 12          | NORTHROP GRUMMAN CORPORATION   | 124,288          | 125,198                   | 80,490          | 329,977      |
| 13          | RENCO GROUP THE INC            | 0                | 11,400                    | 307,513         | 318,913      |
| 14          | GTE CORPORATION                | 11,764           | 110,140                   | 181,804         | 303,708      |
| 15          | Longbow LLC                    | 2,135            | 178,937                   | 92,713          | 273,786      |
| 16          | WESTINGHOUSE ELECTRIC CORP     | 34,498           | 224,681                   | 7,858           | 267,038      |
| 17          | ALLIANT TECHSYSTEMS INC        | 54,143           | 37,382                    | 166,811         | 258,337      |
| 18          | TRW INC                        | 164,418          | 50,629                    | 29,269          | 244,316      |
| 19          | COMPUTER SCIENCES CORPORATION  | 19,312           | 222,466                   | 598             | 242,376      |
| 20          | TEXTRON INC                    | 55,924           | 1,065                     | 174,613         | 231,603      |
| 21          | BOEING SKRSKY COMANCHE TEAM JV | 223,182          | 0                         | 0               | 223,182      |
| 22          | T I/MARTIN JAVELIN JOINT VENTR | 24,117           | 0                         | 182,014         | 206,132      |
| 23          | BOEING COMPANY THE             | 46,890           | 115,303                   | 41,541          | 203,734      |
| 24          | NICHOLS RESEARCH CORPORATION   | 106,349          | 71,880                    | 1,652           | 179,883      |
| 25          | OSHKOSH TRUCK CORPORATION      | 142              | 97                        | 178,900         | 179,140      |
| 26          | GOVERNMENT OF CANADA           | 3,353            | 1,737                     | 166,416         | 171,507      |
| 27          | GENERAL ELECTRIC COMPANY       | 6,822            | 5,059                     | 157,080         | 168,962      |
| 28          | MITRE CORPORATION              | 158,984          | 8,747                     | 152             | 167,884      |
| 29          | TEXAS INSTRUMENTS INCORPORATED | 96,007           | 3,228                     | 64,890          | 164,126      |
| 30          | BELL ATLANTIC CORPORATION      | 0                | 10,238                    | 144,956         | 155,195      |
| 31          | STEWART & STEVENSON SVCS INC   | 1,767            | 0                         | 147,440         | 149,207      |
| 32          | MOTOROLA INC                   | 15,436           | 23,642                    | 106,895         | 145,975      |
| 33          | DYNACORP                       | 12,325           | 128,270                   | 0               | 140,596      |
| 34          | BOEING NORTH AMERICAN INC      | 85,313           | 38,948                    | 15,250          | 139,512      |
| 35          | LITTON INDUSTRIES INC          | 13,826           | 5,228                     | 114,638         | 133,693      |
| 36          | FEDERAL REPUBLIC OF GERMANY    | 0                | 115,104                   | 42              | 115,147      |
| 37          | LOGICON INC                    | 215              | 104,515                   | 9,305           | 114,037      |
| 38          | BLACK & DECKER CORPORATION     | 65               | 67,288                    | 43,244          | 110,598      |
| 39          | ALLIEDSIGNAL INC               | 1,890            | 6,221                     | 91,082          | 99,193       |
| 40          | HARRIS CORPORATION             | 2,135            | 57,193                    | 38,305          | 97,634       |
| 41          | DUCHOSSOIS INDUSTRIES INC      | 299              | 6,380                     | 90,934          | 97,613       |
| 42          | THERMO ELECTRON CORPORATION    | 82,583           | 7,644                     | 6,568           | 96,796       |
| 43          | FMC- ARABIA                    | 0                | 96,009                    | 0               | 96,009       |
| 44          | INTERNATIONAL TECHNOLOGY CORP  | 0                | 95,700                    | 0               | 95,700       |
| 45          | MESC HOLDINGS INC              | 36,177           | 5,657                     | 51,993          | 93,828       |
| 46          | CHRYSLER CORPORATION           | 2,428            | 0                         | 90,742          | 93,170       |
| 47          | BECHTEL GROUP INC              | 0                | 89,911                    | 0               | 89,911       |
| 48          | DYNACORP/DYNAIR CORPORATION    | 216              | 89,567                    | 0               | 89,784       |
| 49          | HONEYWELL INC                  | 35,882           | 2,049                     | 44,019          | 81,951       |
| 50          | TELOS CORPORATION (MARYLAND)   | 0                | 68,960                    | 12,732          | 81,693       |

Note: Amounts in thousands of dollars.

**TABLE 4 (Continued)**  
**50 COMPANIES LISTED ACCORDING TO NET VALUE OF PRIME CONTRACT**  
**AWARDS, REPORTING COMPONENT, AND CATEGORY OF PROCUREMENT**  
**Department of the Navy**  
**FISCAL YEAR 1996**

| <u>Rank</u> | <u>Contractor</u>              | <u>RDT&amp;E</u> | <u>Other<br/>Services</u> | <u>Supplies</u> | <u>Total</u> |
|-------------|--------------------------------|------------------|---------------------------|-----------------|--------------|
| 1           | MCDONNELL DOUGLAS CORPORATION  | 970,732          | 311,540                   | 2,262,949       | 3,545,222    |
| 2           | LOCKHEED MARTIN CORPORATION    | 352,703          | 647,674                   | 1,536,233       | 2,536,612    |
| 3           | GENERAL DYNAMICS CORPORATION   | 355,712          | 227,774                   | 1,354,888       | 1,938,374    |
| 4           | LITTON INDUSTRIES INC          | 11,823           | 42,574                    | 1,405,331       | 1,459,728    |
| 5           | GENERAL MOTORS CORPORATION     | 175,760          | 328,305                   | 705,250         | 1,209,315    |
| 6           | WESTINGHOUSE ELECTRIC CORP     | 115,969          | 359,701                   | 485,525         | 961,196      |
| 7           | GENERAL ELECTRIC COMPANY       | 181,457          | 428,212                   | 183,531         | 793,201      |
| 8           | TEXTRON INC                    | 600,249          | 23,725                    | 131,359         | 755,334      |
| 9           | RAYTHEON COMPANY               | 262,301          | 209,876                   | 281,450         | 753,628      |
| 10          | NORTHROP GRUMMAN CORPORATION   | 85,229           | 116,778                   | 467,478         | 669,486      |
| 11          | STANDARD MISSILE LLC           | 0                | 0                         | 372,116         | 372,116      |
| 12          | AVONDALE INDUSTRIES INC        | 0                | 1,630                     | 326,435         | 328,065      |
| 13          | ROLLS-ROYCE PLC                | 9,732            | 207,337                   | 110,378         | 327,448      |
| 14          | TENNECO INC                    | 2,894            | 307,178                   | 14,476          | 324,550      |
| 15          | TRACOR INC                     | 30,453           | 257,581                   | 28,938          | 316,973      |
| 16          | NASSCO HOLDINGS INC            | 1,581            | 11,458                    | 288,416         | 301,456      |
| 17          | UNITED STATES DEPT ENERGY      | 2,362            | 0                         | 274,310         | 276,672      |
| 18          | UNISYS CORPORATION             | 15,768           | 225,880                   | 14,307          | 255,955      |
| 19          | BOEING COMPANY THE             | 64,708           | 96,910                    | 77,895          | 239,513      |
| 20          | UNITED TECHNOLOGIES CORP       | 49,741           | 59,700                    | 117,020         | 226,462      |
| 21          | TEXAS INSTRUMENTS INCORPORATED | 110,855          | 12,542                    | 100,594         | 223,992      |
| 22          | BOEING NORTH AMERICAN INC      | 22,284           | 73,139                    | 122,390         | 217,815      |
| 23          | JOHNS HOPKINS UNIVERSITY       | 217,454          | 0                         | 0               | 217,454      |
| 24          | SCIENCE APPLICATIONS INTL CORP | 94,969           | 85,726                    | 27,763          | 208,459      |
| 25          | ALLIEDSIGNAL INC               | 14,322           | 94,693                    | 93,993          | 203,009      |
| 26          | DRAPER CHARLES STARK LAB INC   | 189,339          | 4,357                     | 315-            | 193,381      |
| 27          | BLACK & DECKER CORPORATION     | 8,705            | 149,447                   | 15,776          | 173,929      |
| 28          | CSX CORPORATION                | 0                | 158,872                   | 0               | 158,872      |
| 29          | OHM CORPORATION                | 0                | 148,987                   | 0               | 148,987      |
| 30          | INTERMARINE USA                | 0                | 1,009                     | 142,454         | 143,464      |
| 31          | ALLIANT TECHSYSTEMS INC        | 67,646           | 32,773                    | 34,980          | 135,400      |
| 32          | CLARK ENTERPRISES INC          | 0                | 126,303                   | 0               | 126,303      |
| 33          | INTERNATIONAL SHIPHOLDING CORP | 0                | 117,434                   | 100             | 117,534      |
| 34          | HUNT BUILDING CORPORATION      | 0                | 104,076                   | 0               | 104,076      |
| 35          | UNITED DEFENSE LP              | 1,225            | 43,126                    | 57,505          | 101,858      |
| 36          | KAMAN CORPORATION              | 33,279           | 56,988                    | 11,325          | 101,594      |
| 37          | ANALYSIS & TECHNOLOGY INC      | 29,099           | 67,426                    | 3,384           | 99,910       |
| 38          | CHRYSLER CORPORATION           | 66,719           | 19,277                    | 10,769          | 96,766       |
| 39          | AT&T CORP                      | 28,995           | 18,800                    | 48,650          | 96,447       |
| 40          | LOGICON INC                    | 13,560           | 80,914                    | 1,544           | 96,019       |
| 41          | PHILIPP HOLZMANN AKTIENGESELLS | 0                | 95,638                    | 0               | 95,638       |
| 42          | TRW INC                        | 2,882            | 87,967                    | 3,616           | 94,466       |
| 43          | LOCKHEED MRTIN TCTICAL SYSTEMS | 22,228           | 0                         | 66,230          | 88,459       |
| 44          | COMPUTER SCIENCES CORPORATION  | 41,527           | 44,931                    | 1,678           | 88,137       |
| 45          | VSE CORPORATION                | 0                | 88,019                    | 57              | 88,077       |
| 46          | HEWLETT-PACKARD COMPANY        | 56               | 2,124                     | 83,890          | 86,072       |
| 47          | TALLEY INDUSTRIES INC          | 0                | 73,886                    | 12,139          | 86,025       |
| 48          | FOSTER WHEELER CORPORATION     | 1,632            | 84,299                    | 0               | 85,931       |
| 49          | MILCOM SYSTEMS CORPORATION     | 0                | 82,393                    | 0               | 82,393       |
| 50          | HALLIBURTON ENERGY SVCS INC    | 0                | 72,435                    | 0               | 72,435       |

Note: Amounts in thousands of dollars.

**TABLE 4 (Continued)**  
**50 COMPANIES LISTED ACCORDING TO NET VALUE OF PRIME CONTRACT**  
**AWARDS, REPORTING COMPONENT, AND CATEGORY OF PROCUREMENT**  
**Department of the Air Force**  
**FISCAL YEAR 1996**

| <u>Rank</u> | <u>Contractor</u>              | <u>RDT&amp;E</u> | <u>Other<br/>Services</u> | <u>Supplies</u> | <u>Total</u> |
|-------------|--------------------------------|------------------|---------------------------|-----------------|--------------|
| 1           | LOCKHEED MARTIN CORPORATION    | 3,182,400        | 1,176,584                 | 2,905,908       | 7,264,894    |
| 2           | MCDONNELL DOUGLAS CORPORATION  | 351,028          | 288,251                   | 4,984,633       | 5,623,914    |
| 3           | UNITED TECHNOLOGIES CORP       | 332,128          | 50,161                    | 1,215,805       | 1,598,095    |
| 4           | NORTHROP GRUMMAN CORPORATION   | 234,223          | 257,428                   | 1,089,482       | 1,581,133    |
| 5           | BOEING COMPANY THE             | 294,722          | 344,459                   | 580,508         | 1,219,691    |
| 6           | GENERAL MOTORS CORPORATION     | 166,434          | 85,431                    | 818,632         | 1,070,499    |
| 7           | BOEING NORTH AMERICAN INC      | 283,329          | 244,681                   | 390,498         | 918,508      |
| 8           | RAYTHEON COMPANY               | 85,740           | 233,017                   | 340,384         | 659,142      |
| 9           | GENERAL ELECTRIC COMPANY       | 173,916          | 19,484                    | 314,190         | 507,591      |
| 10          | TRW INC                        | 209,457          | 124,131                   | 21,360          | 354,949      |
| 11          | MASSACHUSETTS INST OF TECH     | 310,812          | 961                       | 0               | 311,774      |
| 12          | WORLDCORP, INC                 | 0                | 270,884                   | 0               | 270,884      |
| 13          | COMPUTER SCIENCES CORPORATION  | 120,910          | 124,325                   | 19,311          | 264,547      |
| 14          | SCIENCE APPLICATIONS INTL CORP | 75,181           | 165,752                   | 10,528          | 251,462      |
| 15          | FEDERAL EXPRESS CORPORATION    | 0                | 239,299                   | 0               | 239,299      |
| 16          | ITT INDUSTRIES INC             | 3,917            | 159,139                   | 61,114          | 224,171      |
| 17          | GTE CORPORATION                | 18,317           | 157,994                   | 38,444          | 214,757      |
| 18          | MITRE CORPORATION              | 202,894          | 739                       | 0               | 203,634      |
| 19          | SVERDRUP CORPORATION, THE      | 121,328          | 78,428                    | 290             | 200,047      |
| 20          | INTERNATIONAL BUS MCHS CORP    | 5,988            | 127,527                   | 65,383          | 198,899      |
| 21          | TEXTRON INC                    | 6,189            | 2,640                     | 183,968         | 192,798      |
| 22          | WESTINGHOUSE ELECTRIC CORP     | 45,280           | 52,782                    | 88,799          | 186,862      |
| 23          | DYNACORP                       | 2,193            | 168,651                   | 4,828           | 175,673      |
| 24          | TRACOR INC                     | 66,463           | 70,075                    | 38,478          | 175,017      |
| 25          | BDM INTERNATIONAL INC          | 11,172           | 154,118                   | 7,183           | 172,475      |
| 26          | GENCORP INC                    | 109,635          | 43,747                    | 16,757          | 170,141      |
| 27          | UNC INCORPORATED               | 0                | 119,601                   | 40,872          | 160,474      |
| 28          | ALLIEDSIGNAL INC               | 929              | 54,394                    | 104,455         | 159,779      |
| 29          | AEROSPACE CORPORATION          | 155,690          | 0                         | 0               | 155,690      |
| 30          | HONEYWELL INC                  | 15,371           | 14,625                    | 120,101         | 150,098      |
| 31          | TEXAS INSTRUMENTS INCORPORATED | 62,891           | 10,434                    | 64,273          | 137,599      |
| 32          | TOWER AIR INC                  | 0                | 128,177                   | 0               | 128,177      |
| 33          | THE GENERAL ELECTRIC CO. PLC   | 80,430           | 913                       | 39,769          | 121,113      |
| 34          | JOHNSON CONTROLS INC           | 0                | 114,350                   | 517             | 114,867      |
| 35          | JACOBS ENGINEERING GROUP INC   | 0                | 108,779                   | 0               | 108,779      |
| 36          | BLACK & DECKER CORPORATION     | 19,644           | 61,593                    | 26,366          | 107,605      |
| 37          | CHRYSLER CORPORATION           | 0                | 85,729                    | 21,392          | 107,121      |
| 38          | OKINAWA ELECTRIC POWER COMPANY | 0                | 106,779                   | 0               | 106,779      |
| 39          | HARRIS CORPORATION             | 42,224           | 6,208                     | 57,364          | 105,797      |
| 40          | COMPUTER SCIENCE RAYTHEON      | 0                | 98,453                    | 0               | 98,453       |
| 41          | LITTON INDUSTRIES INC          | 7,866            | 25,835                    | 64,747          | 98,450       |
| 42          | ROLLS-ROYCE PLC                | 22,383           | 48,527                    | 24,784          | 95,696       |
| 43          | LOGICON INC                    | 38,964           | 25,319                    | 29,037          | 93,320       |
| 44          | HEISEI KENSO CO LTD            | 0                | 86,863                    | 0               | 86,863       |
| 45          | FLIGHTSAFETY INTERNATIONAL     | 0                | 39,903                    | 43,112          | 83,015       |
| 46          | TOKYO ELECTRIC POWER CO INC    | 0                | 72,423                    | 0               | 72,423       |
| 47          | CUBIC CORPORATION              | 25,076           | 14,165                    | 29,681          | 68,923       |
| 48          | DOUGLAS, DONALD                | 60,337           | 0                         | 7,585           | 67,922       |
| 49          | IBM FEDERAL SYSTEMS DIVISION   | 4,752            | 48,941                    | 13,186          | 66,881       |
| 50          | ESCO ELECTRONICS CORPORATION   | 54               | 8,227                     | 56,069          | 64,351       |

Note: Amounts in thousands of dollars.

**TABLE 4 (Concluded)**  
**50 COMPANIES LISTED ACCORDING TO NET VALUE OF PRIME CONTRACT**  
**AWARDS, REPORTING COMPONENT, AND CATEGORY OF PROCUREMENT**  
**Defense Logistics Agency**  
**FISCAL YEAR 1996**

| <u>Rank</u> | <u>Contractor</u>              | <u>RDT&amp;E</u> | <u>Other<br/>Services</u> | <u>Supplies</u> | <u>Total</u> |
|-------------|--------------------------------|------------------|---------------------------|-----------------|--------------|
| 1           | EXXON CORPORATION              | 0                | 0                         | 446,698         | 446,698      |
| 2           | ATLANTIC RICHFIELD COMPANY     | 0                | 0                         | 273,358         | 273,358      |
| 3           | NV KON. NEDERLANDSE PETROLEUM  | 0                | 0                         | 205,305         | 205,305      |
| 4           | ENI SPA                        | 0                | 11,587                    | 140,443         | 152,031      |
| 5           | KUWAIT PETROLEUM CORPORATION   | 0                | 0                         | 149,231         | 149,231      |
| 6           | COASTAL CORPORATION, THE       | 0                | 849                       | 146,586         | 147,436      |
| 7           | BERGEN BRUNSWIG CORPORATION    | 0                | 0                         | 117,492         | 117,492      |
| 8           | SALOMON INC                    | 0                | 0                         | 114,030         | 114,030      |
| 9           | MCKESSON CORPORATION DELAWARE  | 0                | 0                         | 111,151         | 111,151      |
| 10          | DU PONT E I DE NEMOURS AND CO  | 0                | 0                         | 93,002          | 93,002       |
| 11          | COMPANIA ESPANOLA DE PETROLEOS | 0                | 0                         | 87,167          | 87,167       |
| 12          | HOLLY CORPORATION              | 0                | 0                         | 86,450          | 86,450       |
| 13          | SSANGYONG CORPORATION          | 0                | 0                         | 85,177          | 85,177       |
| 14          | MOTOR OIL (HELLAS) CORINTH REF | 0                | 0                         | 84,458          | 84,458       |
| 15          | KOCH INDUSTRIES INC            | 0                | 0                         | 76,941          | 76,941       |
| 16          | SUNKYOUNG LTD                  | 0                | 0                         | 72,148          | 72,148       |
| 17          | GOLD LINE REFINING LTD         | 0                | 0                         | 70,196          | 70,196       |
| 18          | LAND O'FROST, INC              | 0                | 0                         | 69,485          | 69,485       |
| 19          | MOBIL CORPORATION              | 0                | 373                       | 68,524          | 68,897       |
| 20          | AMOCO CORPORATION              | 0                | 0                         | 65,476          | 65,476       |
| 21          | PRIDE COMPANIES L P            | 0                | 0                         | 62,744          | 62,744       |
| 22          | TENNESSEE APPAREL CORP         | 0                | 0                         | 58,413          | 58,413       |
| 23          | THE BRITISH PETROLEUM CO. PLC  | 0                | 0                         | 53,809          | 53,809       |
| 24          | FEDERAL PRISON INDUSTRIES      | 0                | 0                         | 46,724          | 46,724       |
| 25          | GENERAL ELECTRIC COMPANY       | 0                | 0                         | 44,076          | 44,076       |
| 26          | PROIZVODNO TRGOVACKO I USLUZNO | 0                | 0                         | 43,674          | 43,674       |
| 27          | TENNIER INDUSTRIES INC         | 0                | 0                         | 41,592          | 41,592       |
| 28          | LOUISIANA LAND EXPLORATION THE | 0                | 0                         | 41,353          | 41,353       |
| 29          | HYUNDAI CORPORATION            | 0                | 0                         | 41,109          | 41,109       |
| 30          | PROPPER INTERNATIONAL INC      | 0                | 0                         | 40,576          | 40,576       |
| 31          | KENDALL DRUG COMPANY           | 0                | 0                         | 39,083          | 39,083       |
| 32          | ALLIEDSIGNAL INC               | 0                | 0                         | 38,981          | 38,981       |
| 33          | NOVELLY/GOLDSTEIN PARTNERSHIP  | 0                | 0                         | 38,237          | 38,237       |
| 34          | ARCTIC SLOPE REGIONAL CORP     | 0                | 0                         | 36,618          | 36,618       |
| 35          | PLACID REFINING COMPANY        | 0                | 0                         | 35,428          | 35,428       |
| 36          | BLACK & DECKER CORPORATION     | 0                | 0                         | 35,152          | 35,152       |
| 37          | TENNESSEE WHOLESALE DRUG CO    | 0                | 0                         | 34,628          | 34,628       |
| 38          | WORNICK COMPANY INC            | 25               | 0                         | 32,701          | 32,726       |
| 39          | UNITED TECHNOLOGIES CORP       | 0                | 0                         | 31,655          | 31,655       |
| 40          | THE BROKEN HILL PROPRIETARY CO | 0                | 0                         | 29,904          | 29,904       |
| 41          | NAUGHTON ENERGY CORPORATION    | 0                | 0                         | 29,804          | 29,804       |
| 42          | PARAMOUNT PETROLEUM CORP       | 0                | 0                         | 29,633          | 29,633       |
| 43          | MANSFIELD OIL OF GAINESVILLE   | 0                | 0                         | 27,727          | 27,727       |
| 44          | AMERICAN APPAREL INC           | 0                | 0                         | 27,639          | 27,639       |
| 45          | GARY-WILLIAMS COMPANY          | 0                | 0                         | 26,971          | 26,971       |
| 46          | GLOBAL PETROLEUM CORP          | 0                | 0                         | 26,821          | 26,821       |
| 47          | BELLEVILLE SHOE MFG CO         | 0                | 0                         | 26,036          | 26,036       |
| 48          | REFINERY ASSOCIATES, INC       | 0                | 0                         | 25,981          | 25,981       |
| 49          | HELLENIC FUEL & LUBRICANT IND  | 0                | 0                         | 25,797          | 25,797       |
| 50          | DIAMOND SHAMROCK INC           | 0                | 0                         | 25,330          | 25,330       |

Note: Amounts in thousands of dollars.